

Slashes by the Lady Barber.

(Copyright, 1935, by J. C. Spray, Jr.)

"Wonder how many mash notes I'll get today," remarked Kittie, the Lady Barber, as she sat down at her dressing table. "Good-morning," entered the shop. "Six? Well, I guess I'm still in the running." "Where do I come in?" asked the auburn-haired girl. "The also-rans," suggested the blond.

"I got three beauty yesterday," pouted the auburn-haired girl. "I went you one better," said the blond.

The mash-note writer is always a fool, declared Kittie. "Because he raves over our beauty?" "Or wants to take us to a show and buy himself a supper?" added the blond.

"Every woman likes to be admired," admitted Kittie. "You can't sidestep that. The theater and a good feed are not easy to pass up, either, but they're not so high with her unless the invitation comes from the right man in the right way. When you girls are barbers as long as I have you won't pay any more attention to mash notes than you do to a piece of shaving soap."

"Little tore open one of the letters and glanced hastily over the contents." "Here's a letter," said Kittie. "To read it," urged the auburn-haired girl. "I wonder if it's as nice as mine," teased the blond.

"As mushy, you mean?" said Kittie. "He starts out, 'My black-eyed queen—' 'How perfectly lovely,' said the auburn-haired girl.

"So poetical," uttered the blond. "I've got the black lamp all right," said Kittie. "But I don't know about the royal highness end of it. I'm certainly not a queen." "It's so interesting," observed the Lady Barber's assistants.

"I met you for the first time last week when I happened to drift into your shop," said Kittie. "Your face has haunted me ever since. I see in my dreams those smiling lips, those sparkling eyes, and that dimpled chin like yours; your touch so soft and gentle, your fingers soft as silk."

"When?" ejaculated the auburn-haired girl. "Oh, fudge!" exclaimed the blond. "That's not all of it," said Kittie. "He goes on with a lot more bunk, and winds up by making a date for tonight when he meets me."

"Will you meet him?" asked the auburn-haired girl. "Can't help it," answered Kittie. "It's my way of life. I never dodged a man on my life and I'm not going to begin dodging him now."

"I suppose you'll turn him down," said the auburn-haired girl. "Give him the icy stare," suggested the blond.

"Not for mine," said Kittie. "I'll thank him for the nice things he said about me, hand him a few hot ones in return, excuse myself and jump a car. It'll be done before he knows where he's at. He'll be a regular customer after that. Even foolish mashers have to be shaved, and I'll be as well have their 15 cents as nobody else."

"Admires get lots of mash notes, don't they?" inquired the auburn-haired girl. "Yes," replied Kittie. "But an actress can turn down chaplains, and she gets on with a much more successful end of the week if we try the same trick. It's a matter of coin with us. You can't run a lady barber shop like a cold-storage plant. You've got to stall and jolly the man to get the money in this business, and I'll do it, too, if you won't rough-sawing your self-respect, if you only know how."

"What's the system?" inquired the auburn-haired girl. "Put us next, Kitt," urged the blond. "The good horse sense," said Kittie. "If you look at that fellow, you'll see that a fly left at the post. We do big with men in this shop because they're hairy-chested animals and have to get it off to be clean. Men like to be attractive women—they're not men if they don't. It's up to us, then, to look nice, and men like to be talked to. When they do it's up to us to be there with the spiel. When they don't want to hear our spiel, it's up to us to clap a stopper on our talking machine. Size up your man, girls, and try to please him. He'll appreciate it, and the chances are he'll give you a tip for your trouble. That's the system."

"Some men seem to think they can do anything in our presence," observed the auburn-haired girl. "Just because we're lady barbers," said Kittie.

"Some of the brutes insist on making me to be the first time we shave them," said the auburn-haired girl. "Or ask us out to have a drink," said the blond.

"I laugh at the love-making and stall of the drink," said Kittie. "You don't need to get sore about it; that would only matters worse. Excuses are cheap, so don't be afraid to use them."

"But suppose he gets ugly and insulting," said the auburn-haired girl. "If he does he's no gentleman," replied Kittie. "And if he only takes you a minute to squelch him. Give him a calling card that'll remember, but don't lose your temper. Be politely indignant. Few men can withstand a woman's scorn. If he doesn't get ashamed and apologize, he's not the kind we want around, and the only thing to do is to order him out of the shop. Jerry, the cop on the corner, always ready to give us a lift."

"I haven't seen any of that sort since I've been in the shop," said the auburn-haired girl.

"There's a scarce article here," said Kittie. "And if they do happen in they don't bother us more than once. Some men in every man's character there's an instinctive respect for woman; and if they know how to appeal to that, it's the best weapon."

"Say, Kittie, is there any harm in going out to dinner or to a show with one of our customers?" inquired the blond.

"Not at all. If you're well acquainted with the man," answered Kittie. "The normal introduction is a back number in the new woman's calendar. Men meet some other in business, get acquainted and become friends without formal introduction. I can't see any reason why women who do business with men shouldn't have the same privilege. It's a poor rule that won't work both ways."

"And the mashers?" queried the auburn-haired girl. "Get 'em out," replied Kittie. "The boy who writes mash notes is nearly as bad as the puppy who yowls women on the street or in a public conveyance. They're both pin-headed pikers at the same game."

"Your grocer is glad to return your money; it costs him nothing."

"Your grocer returns your money if you don't like his goods."

A GREAT SALE AT COHN'S--PASS THE WORD ALONG

IT WILL BE DOING YOUR FRIENDS A KINDNESS.

THE GREATEST SIX-DAY BARGAIN CARNIVAL

WE'VE EVER RECORDED BEGINS HERE MONDAY.

UNMATCHABLE VALUES THE LIKE OF WHICH HAVE NEVER BEFORE BEEN KNOWN IN THE ANNALS OF SALT LAKE RETAILING.

In this Great Bargain Carnival we are positively wrecking values, absolutely upsetting traditions and revolutionizing every custom known to the trade. We're going to turn this month of February into one of the busiest months of the whole year. Here we present bargains that will beckon to you in unmistakable terms. They are certainly worth coming for from any great distance.

HAVE WE UPSET THINGS? LOOK INTO THESE GREAT BARGAINS AND LET THEM SPEAK FOR THEMSELVES

Ladies' Colored Silk BELTS. Worth up to 50c 10c	GOLF GLOVES. Ladies' all wool golf gloves, in black or white only, pretty knitted designs, 25c gloves, now— 19c	LADIES' 25c Stock Collars. Fine washable madras stock collars, with pretty turn-over tops, pearl button trimmed, regular 25c collars— 10c	Cohn's DRY GOODS STORE 222-224 MAIN ST	50c Embroid'rd Skirt Flouncings. About 10 pieces deep embroidered skirt flouncings, from 12 to 15 inches wide, beautiful designs— 25c	\$1.00 and \$1.50 White Kid Gloves. Closing out this line of white gloves, all sizes, white only, regular \$1.00 and \$1.50 kid gloves— 50c	50c and 65c FLORAL Pillow Tops. A clean sweep of all floral design pillow tops is anticipated, 50c and 65c grade top and back at above price— 19c
---	---	---	--	---	---	---

CLOSING OUT THE 15c ECLIPSE FLANNELS
5c
Per Yd.

Handkerchief Bargains.
35c to 50c
20c
Values . . .

Leather Goods SPECIALS.
Handsome \$1.50 braided handled wrist-bags, fitted with purse and cardcases—
85c
Two styles of stylish \$1.75 wrist-bags, in brown and black, braided leather handles, double or triple frames in gilt, nickel or ornamental inside designs—
\$1.10

15-CENT NEW SPRING ZEPHYR GINGHAMS
7 1/2c

To keep this great sale company we offer 200 yards of new 1935 fine zephyr gingham, in lengths from 2 to 10 yards, all best and most staple patterns, full standard cloth, and the price **7 1/2c** is just half.

Every Comfort in the House Scheduled to go BELOW COST.
This includes everything in the cotton filled, wool filled and down filled comforts. There may be crisp weather still ahead of us, so the purchasers this week will be prepared, at remarkable savings.

HERE ARE THE PRICES:
90c, \$1.13, \$1.31, \$1.62
and up. Every one of them at less than wholesale prices by the case. Nothing reserved.

Great Ribbon Sale.
NO. 1 BABY RIBBON, 50 YARDS ON A SPOOL (FOR REGULAR PRICE 1c A YARD) . . . **25c**
No. 60 all silk taffeta ribbons, regular 35c per yard . . . **15c**
No. 100 all silk taffeta ribbons, regular 45c per yard . . . **10c**
No. 60 fancy lace striped, embroidered and figured ribbons, No. 50 and No. 60, per yard . . . **23c**

THE CARNIVAL PRICES

Cut Deep Into the

SILKS AND DRESS GOODS

SILKS.
50c lining taffetas, in all colors except black, to be closed out at—
35c
75c messaline satins, in an excellent range of evening and street shades, per yard—
50c
50c and \$1.00 shift-waist taffeta silks, changeable stripes, checks and corded effects, full color assortment, carnival price, per yard—
69c

Black Taffetas and Peau de Soies.
75c grade 19-inch black taffetas, per yard . . . **49c**
90c grade 19-inch black taffetas, per yard . . . **65c**
\$1.00 grade 23-inch black taffetas, per yard . . . **75c**
27 inch black peau de soie, \$1.25 quality, per yard . . . **75c**
36-inch black taffetas, regular \$1.25 quality, per yard . . . **85c**

Velvets Sacrificed.
HUNDREDS OF NEW AND BEAUTIFUL EFFECTS IN METALLIC AND GUN METAL AND SHADOW SHEN VELVETS FOR WAISTING AND FULL COSTS. PRICED AT LESS THAN ORIGINAL COST.
50c and \$1.00 qualities, per yard . . . **50c**
\$1.25 and \$1.50 qualities, per yard . . . **75c**

Overstocked on Fine White PETTICOATS.

THEREFORE THEY ARE PRICED FOR A QUICK CLEARANCE AT MOST REMARKABLY LOW FIGURES. READ THE LIST, THEN STOCK UP ON THEM. YOU CAN'T REPRODUCE THEM AT DOUBLE THE PRICES.

75c For extra full cut cambric skirts, deep flounce trimmed with two rows torchon lace insertion and wide torchon lace at bottom.

\$1.25 Shows three exquisite styles, fine tucks, embroidery and deep lace trimmed flounces, all exceptional values.

\$1.75 For a variety of handsome fine cambric skirts. One style has a 27-inch flounce with five rows of tucking alternated with flat val insertion, 6-inch flat val lace at bottom; the other styles equally as pretty.

TOILET NECESSITIES
At Tremendous Savings.
Buttermilk soap, per box of three cakes . . . **5c**
Household ammonia . . . **8c**
5c size Paozoni's face powder . . . **15c**
5c size quince and cucumber jelly . . . **15c**
Euthymol tooth paste . . . **15c**
Violet almond meal . . . **15c**
Raymond's violet talcum powder, with chamomile skin . . . **7c**
Rubiham, per bottle . . . **19c**
4711 Glycerine soap, per cake . . . **12c**
Swift's 25c highly scented soaps . . . **15c**

Great Specials in FINE CORSETS.

Cleaning up two lines of celebrated C. B. Corsets, made of fine imported satens, straight front, bias cut, lace and ribbon trimmed, regular \$1.25 grades—
75c
Celebrated La Greque \$1.50 Corsets, with the La Greque circular belt made of the finest imported materials and trimmings, excellent for stout figures, for this sale way below cost, per pair . . . **\$1.00**

Curtain Bargains Beyond Compare.

Dotted and figured curtain Swisses, big variety of patterns, 15 quality . . . **10c**
25-yard Nottingham lace curtains, all perfect, no flaws . . . **39c**
Full 3-yard Nottingham lace curtains, 36 inches wide, sale price . . . **69c**
2-yard Nottingham lace curtains, extra full width, per large size . . . **95c**
Extra heavy thread Nottingham lace curtains, largest size, made 35-yard long and 60 inches wide, suitable for biggest size windows, and in this sale only, per pair . . . **\$1.39**

Sacrificing All the White WAISTINGS.

At 12 1/2c and 19c
All the fleeced back white cotton waistings without reserve at one price. Sold for 25c to 30c per yard. In this great sale, per yard . . . **12 1/2c**
Fine basket weave white waistings, excellent spring fabric, 35c is the regular price, in this bargain carnival, per yard . . . **19c**

THE CLOAK AND SUIT DEPARTMENT

Enters This Great Bargain Carnival With the Most Wonderful Chances Ever Offered In Stylish Ready-to-Wear Garments.

It's the last call for the winter clearance and we don't stop to consider prices. The room is better than their company to us, for we need the space for new spring goods, so a general exodus has been declared in this department and havoc will run riot here this week.

ONE DOLLAR Every Cloth Suit in the House Butchered Every Walking Skirt

Three Prices Take in Everything in Ladies' and Misses' Cloth Suits, Including the Early Spring Arrivals.

TAKE YOUR PICK AND PICK THE BEST AT

\$5.00 \$10.00 \$15.00

For Suits that Sold up to \$15.00 For Suits that Sold up to \$30.00 For Suits that Sold up to \$45.00

Any and All Alterations in This Sale Made Absolutely Free of Charge.

EVERY WINTER CLOTH JACKET
In the House Sacrificed.
3 PRICES TO CLEAR THEM ALL OUT
\$2.98 \$7.98 \$12.98
For Coats Worth Up to \$6.00 For Coats Worth Up to \$16.50 For Coats Worth Up to \$30.00

EVERY SATEEN and BRILLIANTINE PETTICOAT In the House Slaughtered.
3 Prices Take in the Entire Stock.
89c \$1.50 \$2.95
For petticoats that sold up to \$1.75 For petticoats that sold up to \$3.00 For petticoats that sold up to \$4.50

EVERY WALKING SKIRT
In the House Divided Into 3 Lots at 3 Prices--Nothing Reserved.
Take Your Unrestricted Choice at
\$2.75 \$3.75 \$5.00
Worth Up to \$6.00 Worth Up to \$9.50 Worth Up to \$12.50

EVERY WINTER CLOTH JACKET
In the House Sacrificed.
3 PRICES TO CLEAR THEM ALL OUT
\$2.98 \$7.98 \$12.98
For Coats Worth Up to \$6.00 For Coats Worth Up to \$16.50 For Coats Worth Up to \$30.00

EVERY SATEEN and BRILLIANTINE PETTICOAT In the House Slaughtered.
3 Prices Take in the Entire Stock.
89c \$1.50 \$2.95
For petticoats that sold up to \$1.75 For petticoats that sold up to \$3.00 For petticoats that sold up to \$4.50

EVERY WALKING SKIRT
In the House Divided Into 3 Lots at 3 Prices--Nothing Reserved.
Take Your Unrestricted Choice at
\$2.75 \$3.75 \$5.00
Worth Up to \$6.00 Worth Up to \$9.50 Worth Up to \$12.50